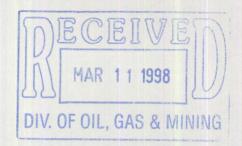


Lynn M. Carlson & Co.

CERTIFIED PUBLIC ACCOUNTANTS

4505 SOUTH WASATCH BLVD. SUITE 300 SALT LAKE CITY, UTAH 84124 TELEPHONE (801) 277-1040



# **UTELITE CORPORATION**

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CERTIFIED PUBLIC ACCOUNTANTS

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To the Board of Directors
UTELITE CORPORATION
Coalville, Utah 84017

We have reviewed the accompanying statement of assets and liabilities--income tax basis of **UTELITE CORPORATION** (an S corporation) as of December 31, 1997, and the related statements of revenues and expenses--income tax basis, retained earnings--income tax basis and cash flows--income tax basis for the year then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the owners of **UTELITE CORPORATION**.

The financial statements have been prepared on the accounting basis used by the Company for federal income tax purposes, which is a comprehensive basis of accounting other than generally accepted accounting principles.

A review consists principally of inquiries of Company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with the income tax basis of accounting, as described in Note A.

LYNN M. CARLSON & CO.

March 4, 1998

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# UTELITE CORPORATION STATEMENT OF ASSETS, LIABILITIES & EQUITY--INCOME TAX BASIS December 31, 1997

## **ASSETS**

CURRENT ASSETS		
Cash	\$	(33,453)
Trade Accounts Receivable		1,009,660
Employee Accounts Receivable		450
Material Inventory		239,983
Notes Receivable ShareholdersCurrent		15,000
Notes ReceivableCurrent		6,290
TOTAL CURRENT ASSETS		1,237,930
PROPERTY AND EQUIPMENT		
Land		318,486
Buildings, Structures & Land Improvements		417,867
Plant Machinery & Equipment		4,433,862
Pollution Control Equipment		604,732
Machinery		913,449
Autos, Trucks, Trailers		102,440
Office Equipment		62,285
Less Accumulated Depreciation	·	(4,553,963)
		2,299,158
OTHER ASSETS		
Notes ReceivableLT		3,415
Notes Receivable ShareholdersLT		162,229
Assets in Progress		57,439
		223,083
	<u>\$</u>	3,760,171

See accountant's report and notes to financial statements. Page 2

# LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES Accounts Payable Accrued Payroll Taxes Notes PayableCurrent		\$ 242,937 7,179 274,623
	TOTAL CURRENT LIABILITIES	524,739
LONG TERM LIABILITIES Notes PayableLT	5	1,169,361
·	TOTAL LIABILITIES	1,694,100
STOCKHOLDERS' EQUITY Common Stock, Par Value \$ 500,000 Shares Authorized 164,758 Shares Issued, of v 49,690 are held in Treasury	1.00 vhich	164,757
Premium on Capital Stock		235,415
Treasury Stock		(49,370)
Retained Earnings		1,715,269
		2,066,071

See accountant's report and notes to financial statements. Page 3

3,760,171

# UTELITE CORPORATION STATEMENT OF REVENUE AND EXPENSES--INCOME TAX BASIS December 31, 1997

SALES		\$	5,532,890
COST OF SALES			
Inventory Adjustment & Purcha	ses		242,454
Direct Labor			946,664
Plant Power & Utilities			146,017
Kiln Fuel			560,463
Delivery Expense			1,918,134
Small Tools			2,430
Supplies			43,666
Repairs & Maintenance			584,002
Fuel & Oil			73,540
Raw Material Royalties			40,455
Lab & Testing			3,847
			4,561,672
	GROSS PROFIT		971,218
EXPENSES			
Marketing & Promotions			27,557
Employee Benefits			125,854
Payroll Taxes			66,037
Advertising			6,417
Travel & Sales			18,295
Insurance			36,253
Telephone			16,635
Legal & Professional			46,513
Office Supplies & Postage			17,820
Taxes & Licenses			47,531
Auto Allowance & Expense			15,505
Miscellaneous & Bank Charges			8,506
Dues & Subscriptions			12,554
Training			4,286
Depreciation			695,508
Management & Accounting			5,047
Rents & Leases Air Pollution Control			47,377 9,830
MSHA			1,470
ESCSI			15,798
ESOSI			1,224,793
	INCOME FROM OPERATIONS	5	(253,575)
OTHER INCOME (EXPENSE)			
Interest & Dividend Income			12,099
Gain or (Loss) on Sale of Assets			(5,867)
Interest Expense			139,933
			(133,701)
	NET INCOME	\$	(387,276)

See accountant's report and notes to financial statements. Page 4

# UTELITE CORPORATION--TAX STATEMENT OF CASH FLOWS--INCOME TAX BASIS December 31, 1997

CASH FLOWS FROM OPERATING ACTIVITIES:		
Cash received from customers	\$	5,288,168
Interest and dividends received		12,099
Other operating receipts		(4,241)
Cash paid to suppliers and employees		(4,850,960)
Interest paid		(139,933)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		305,133
CASH FLOWS FROM INVESTING ACTIVITIES:		
Cash payments for the purchase of property		(222,742)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES		(222,742)
CASH FLOW FROM FINANCING ACTIVITIES:		
Net borrowings on line of credit		0
Principal payments on long-term debt		(177,013)
Dividends paid		(155,002)
Proceeds from issuance of long-term debt		192,512
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES		(139,503)
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS		(57,112)
CASH AND EQUIVALENTS, BEGINNING OF YEAR		23,657
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$</u>	(33,455)

# RECONCILIATION OF NET INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES:

Net Income	\$	(387,274)
Adjustments to reconcile net income to net cash		
provided by operating activities:		
Depreciation and amortization		695,507
(Gain) loss on disposal of property		1,626
(Increase) decrease in accounts receivable		(244,722)
(Increase) decrease in prepaid expenses		67,769
(Increase) decrease in inventories		210,392
(Increase) decrease in other assets		(9,508)
Increase (decrease) in accounts payable		(28,655)
Total adjustments		692,409
NET CASH PROVIDED (USED BY OPERATING ACTIVITIES	<u>\$</u>	305,135
Supplemental disclosures of cash flow information:		
Cash paid during the year for: Interest expense		139,933

## **UTELITE CORPORATION--TAX** STATEMENT OF RETAINED EARNINGS-INCOME TAX BASIS **December 31, 1997**

ACCUMULATED ADJUSTMENTS ACCOUNT		
Balance, January 1, 1997	\$	1,103,591
Taxable Income		(387,276)
Distributions	-	(154,999)
Balance, December 31, 1997		561,316
PREVIOUSLY TAXES INCOME		•
Balance, January 1, 1997		20,216
Distributions in Excess of the		·
Accumulated Adjustments Account		0
Balance, December 31, 1997		20,216
OTHER RETAINED EARNINGS		
Balance, January 1, 1997		1,133,737 0
Balance, December 31, 1997		1,133,737
TOTAL RETAINED EARNINGS, DECEMBER 31, 1997	<u>\$</u>	1,715,269

See accountant's report and notes to financial statements Page 7

## UTELITE CORPORATION--TAX NOTES TO FINANCIAL STATEMENTS

(See Accountant's Report)

#### NOTE 1--SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Income Tax Basis of Accounting**

The Company's policy is to prepare its financial statements on the income tax basis of accounting; consequently, the Company recognizes depletion expense as the greater of cost depletion or statutory depletion. Under generally accepted accounting principles, only cost depletion is acceptable.

#### **Income Taxes**

The Company has elected to be taxed under the provisions of Subchapter S of the Internal Revenue Code. Under those provisions, the Company does not pay federal or state corporate income taxes on its taxable income. Instead, the stockholders are liable for individual federal and state income taxes on their respective shares of the Company's taxable income.

#### **Allowance for Doubtful Accounts**

No reserve for bad debt has been established by the Company. Historically, uncollectible accounts receivable have not been significant enough to warrant establishing a reserve. Bad debts are written off as it becomes evident that they are uncollectible; any recoveries are included in income when received.

#### **Inventories**

Inventories are valued at the lower of cost or market under the first-in, first-out, (FIFO) method. Cost is determined using the Internal Revenue Code's guidelines with respect to uniform capitalization of inventory.

#### Depreciation

Property, plant and equipment are carried at cost. Depreciation is provided over the estimated userful lives of the related assets using the accelerated cost recovery system and the modified accelerated cost recovery system required by the Internal Revenue Code.

#### Cash

For purposes of the statement of cash flows, the Company includes only cash on deposit and similar demand deposits that are not subject to withdrawal restrictions or material penalties as cash and cash equivalents.

## UTELITE CORPORATION--TAX NOTES TO FINANCIAL STATEMENTS

(See Accountant's Report)

#### **NOTE 2--PROFIT SHARING PLAN**

The company maintains a profit sharing plan for its employees. Contributions to the plan are based on eleven cents (\$.11) per yard of product sold in the quarters that the Company is profitable, an additional \$0.225 per yard of product sold and \$0.225 per yard of product produced are contributed to the profit sharing plan regardless of whether the company is profitable or not.

Profit sharing contributions expensed as an employee benefit in these financial statements are \$19.620.11.

The company also provides a fringe benefit cafeteria plan for its employees.

#### **NOTE 3--LONG-TERM DEBT**

Notes payable at December 31, 1997 are as follows:

First Security Bank has extended a \$250,000 line of credit, the terms of which were modified and renewed July 22, 1997, extending

the maturity date of the Note to July 22, 1998. Current interest rate on the line of credit is 9.25%, and the entire principal balance of the note is due prior to July 22, 1998. The loan is secured by trade accounts receivable and inventory.

\$ 149,500.00

Less Amount Due Within One Year

( 149,500.00)

\$ .00

Interest expense on this loan in the amount of \$12,907.95 has been deducted in these financial statements.

A note payable due First Security Leasing, incurred June 26, 1996. The note has a ten-year term, monthly principal and interest payments of \$16,236.35 and bears an interest rate of 9.59%. The proceeds from this loan were used to finance a major plant expansion. The Company added an additional kiln and the supporting equipment required to bring the kiln into production. The loan is secured by all the equipment and fixtures at the plant site

\$1,131,479.68

Less Amount Due Within One Year

90,224.66

\$1,041,255.02

Interest Expense on this loan in the amount of \$112,830.88 has been deducted in these financial statements.

## UTELITE CORPORATION--TAX NOTES TO FINANCIAL STATEMENTS

(See Accountant's Report)

A note payable due PFC Group, Inc., incurred January 27, 1997. The note has a five-year term, monthly principal and interest payments of \$3,945.04 and bears an interest rate of 8.45%. The proceeds from this loan were used to purchase the #3 baghouse including insulation and duct work, #3 ID fan and the #3 kiln internals. The loan is secured by that same equipment.

\$ 163,003.59

Less Amount Due Within One Year

34,897.63)

\$ 128,105.96

Interest expense on this loan in the amount of \$14,137.31 has been deducted in these financial statements.

### **NOTE 4--BUY/SELL AGREEMENT**

The Company has entered into an agreement with its four stockholders that obligates the Company, upon the death of a stockholder, to purchase the deceased stockholder's stock in the Company. The purchase price is established by formula.

#### **NOTE 5--CONTINGENT LIABILITIES**

Five years ago a lawsuit was brought against Summit County and Summit County Planning Commission for improperly issuing a permit to the Company allowing them to build a rail loading facility in a certain location. In 1994, the Company was named as a defendant in that lawsuit.

As a result of a ruling in that lawsuit, the Company has paid \$15,000 to the Clerk of the Court to be held in escrow pending plaintiffs' appeal of that judgment.

Although no assurances can be given as to the outcome, the Company believes that it has meritorious defenses to such lawsuit. The Company does not believe that the outcome of such proceeding or the pending appeal will have a material effect on its financial position.